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| AREAS OF EXPERTISEScheduling AppointmentsSupplier Relationship Management.Salesforce CRMCustomer Education.Familiarity with Incoterms | PERSONAL SUMMARYA hardworking, proactive person with an upbeat and positive attitude, who is looking for an opportunity to make a big difference in a business that is moving forward. Possessing a track record of achievements and a proven ability to manage relationships with Healthcare management. Results-driven and able to use initiative to develop effective solutions for hospitals whilst having an active and dynamic approach to work and getting things done efficiently.Looking for a suitable managerial position with an exciting and ambitious company that offers genuine room for progression. |
| PERSONAL SKILLSAttention to detailGoals orientatedMethodicalRight at the first time | ACHIEVEMENTS1. I Represented Mumbai in the Prestigious star club award in Sun-pharma in 2017.
2. Successfully launched new indication for Drug Dapagliflozin in Heart Failure Space.
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| PERSONAL DETAILSKalyan (W)- 421301M: +91 8850240685Email: nikhil15789parab@gmail.comDOB: 07/15/1989 Nationality: Indian | KEY SKILLS AND COMPETENCIES* Ability to identify and implement new procedures and processes.
* Have strong oral and written communication skills.
* Vast experience of working with a range of Medical representative

Excellent in judgment and decision-making |
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| WORK EXPERIENCE | 1. **AstraZeneca India limited ▪ Mumbai, Nashik ▪ India**

**Manager key accounts** **Nov- 2017 – Present*** Support the growth of key accounts by identifying opportunities and developing relationships with key decision makers.
* Exceeded sales targets by proactively managing the sales process and developing creative solutions to customer needs.
* Demonstrated ability to build rapport and establish trust with customers, developing long-term relationships.
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|  | Sun Pharmaceuticals ▪ Mumbai ▪ India  **Medical Representative** **April-2016-Oct-2017*** Demonstrated knowledge of medical terminology and clinical procedures Delivered presentations to health care professionals
* Developed and maintained relationships with key opinion leaders
* Organized and participated in national and regional conferences
* Presented scientific data to support product efficacy
* Prepared and submitted report.
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**EDUCATIONALDEVELOPMENT:**

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| **Qualification** | **Board/University** | **Year** |
| MBA Marketing | Jamnalal Bajaj Institute of Management Studies  | Pursuing |
| BSC | Wilson’s college,Mumbai University  | 2013 |
| MSC | Ruia College, Mumbai University  | 2015 |

**REFERENCES:**

Available on Request